

**Emergency Medical and Transport Services
Air Ambulance Invitation to Negotiate (ITN)
Evaluation Committee**

Minutes of the May 12, 2003 Meeting

Members Present:

Vincent S. Long, Assistant County Administrator
Andrea Bird, Assistant to the Director of Public Services
Nancy Herndon, Captain Tallahassee Fire Department
Karen Biddy, RN-Air Flight, Tallahassee Memorial Healthcare Air Flight
Joe Sharp, Director Health and Human Services

Staff Present:

Mr. Keith Roberts, Director of Purchasing

The meeting came to order at 2:03 P. M., with Mr. Joe Sharp presiding.

Issue I. Minutes of April 28, 2003 Meeting.

Action: Upon motion of Mr. Long, duly seconded, the minutes of the April 28, 2003 meeting was approved by a vote of 5-0.

Issue II. ITN process records. Mr. Roberts, Leon County Director of Purchasing, provided copies of the Dun and Bradstreet *Open Ratings* report, a requirement of the ITN, to the committee members. The *Open Ratings* report pertained to OMNIFLIGHT. The *Open Ratings* report for Air Methods, Inc. is to be distributed by Mr. Roberts upon its receipt.

Issue III. Presentation of Respondents. Mr. Sharp invited respondents to make presentations to the Committee. Representing OMNIFLIGHT were Mr. Gaylan A. Crowell, President and Mr. Don Spells. Representing Air Methods, Inc., were Mr. Craig M. Yale, Vice President, Mr. Ken Grimes, Regional Director, Ms. Nancy Prevatt, Program Director and Mr. Rick Savage, Director of Business Development. Air Methods presented a slide presentation. The Committee asked a number of questions pertaining to Air Methods operational plans for Leon County. Responses were accepted.. Mr. Gaylan A. Crowell made a presentation for OMNIFLIGHT, also announcing a purchase of the company by investor groups. Mr. Gaylan also presented the Committee Chairman with current financial statements of the Company as required by the ITN. OMNIFLIGHT's financial records are not public records as they are a privately held corporation. The Committee asked a number of questions pertaining to OMNIFLIGHT's operational plans for Leon County. Responses were accepted.

Issue IV. The Committee discussed next steps. Karen Biddy moved that the Committee secure reference statements from two (2) current customers and (2) former customers of each respondent.

Action: Motion was seconded by Mr. Long and carried 5-0.

Issue V. Establishment of Date and Time for next Committee meeting. After discussion, the Committee decided to meet on May 16, 2003 at 3:00PM. Mr. Roberts will provide public notice of the meeting.

There being no further business of the Committee, upon motion of Mr. Long, duly seconded, the meeting adjourned.